

**At Louvain-la-Neuve - 120 credits - 2 years - Day schedule - In English**Dissertation/Graduation Project : **YES** - Internship : **YES**Activities in English: **YES** - Activities in other languages : **NO**Activities on other sites : **optional**Main study domain : **Sciences économiques et de gestion**Organized by: **Louvain School of Management (LSM)**Programme acronym: **GEST2M** - Francophone Certification Framework: 7**Table of contents**

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## GEST2M - Introduction

### Introduction

#### Introduction

This master prepares you for management positions in private and public organisations. It develops your abilities to:

1. integrate management theories and concepts for efficient and controlled use in a professional world;
2. place organisations in their socio-economic and institutional context, to understand the interdependencies between organisation and environment and translate them into management decisions;
3. integrate the challenges of international competition into "socially responsible" management practices.

This Master also offers different unique opportunities that will add value to your curriculum:

- by taking a quadrimester course at one of the 145 partner universities;
- by participating in the "CEMS" selection programme with a view to obtaining, in addition, the Master in International Management (CEMS) diploma, exclusive in Belgium;
- by participating in the "IB" selection programme (exchange stay in a partner university and a 6-month internship in a company outside the European Union);
- by doing a double degree organized with one of the 7 prestigious partner universities;
- by integrating specialization in "entrepreneurship" (CPME training);
- by specializing in finance thanks to [Track Financial Management giving the final double-diploma LSM and ICHEC](#);
- by becoming an expert in digital marketing;
- by completing a double master's degree in management and law (specific conditions);
- by following a major and an option in your chosen field in order to become an expert in the field.

#### Your profile

You:

- have a bachelor's degree in economics and/or management and you wish to streng then your managerial skills;
- are a bachelor and master of law, have completed the minor and additional courses in management (for the double master of management and law);
- wish to undertake and transform initiatives into economic or social realities;
- move towards decision-making and management functions;
- strive for excellence in national and international management.

#### Your future job

Position of responsibility in the management and management of companies in which you will be able to put into practice your capacity to undertake, to transform initiatives into economic realities, to organize these activities and ensure their continuity, to find the necessary resources and to combine them in an adequate way.

Our graduates are present in the highest management positions of companies as well as in consultancy, audit, banking, industry (production and operations management) or environmental management.

#### Your programme

During this Master, you will develop the skills necessary to master the complex and varied challenges companies face in the knowledge economy. You:

- learn how to model and formalize management problems and situations;
- integrate technological processes and master their application in the industrial world;
- strengthen your language skills by taking part of the English courses.

The Master 120 will be composed of:

- professional focus courses (or research focus courses for those wishing to prepare for a doctorate) in the management disciplines (finance, marketing, strategy,...) as well as seminars;
- a **major**, composed of 6 courses, to be chosen among the major fields of management;
- an exchange quadrimester (highly recommended but not compulsory) or a quadrimester of 6 courses including a language course, an option of 3 courses,...;
- an internship;
- a master's thesis.

Please note that, depending on your academic background, teaching units (= prerequisite courses) could be added to your master program.

## GEST2M - Teaching profile

### Learning outcomes

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#### 1. A profile of the graduate

The Master in Management prepares the graduate to meet the challenge of **becoming a socially responsible professional with a transversal approach to the management professions.**

The **Master in Management** is a programme that develops the transversal skills and expertise necessary for management functions in public or private, national or international, commercial or non-commercial organisations.

At the end of this programme (including an optional company work placement and foreign exchange), the graduate will have developed the skills and knowhow that will allow him to master the complex and varied issues that organisations encounter in management of occupations, skills and processes, whether at a strategic, tactical or operational level. He will also be specialised in one or more management functions: human management, marketing, finance, accounting, operations and logistics, e-business, etc.

At the end of this programme, the graduate will be:

##### Responsible:

He is capable of implementing socially responsible management practices in private or public organisations while taking account of the issues of international competition.

##### A professional:

- He will have assimilated management theories and concepts for efficient, expert use in a professional setting;
- He is capable of locating organisations in their socio-economic and institutional context, understanding the interdependences between the organisation and the environment, and translating them into management decisions;
- He will have developed in-depth skill in key management functions and their international aspects;
- He is capable of handling a wide variety of management problems, taking into account diverse economic, social and political environments.

Aware of the responsibility inherent to his profession, the graduate will have acquired the mindset of a critical participant, capable of making decisions in organisational environments by putting **ethical and socially responsible management values** at the centre of his concerns. He will have adopted an approach of continuous development that will allow him to be a professional demonstrating flexibility, capable of adapting and evolving positively in his environment.

#### 2. The competency framework

**At the end of this programme, the graduate is capable of:**

##### Introduction

The exit profile of the Master in Management graduate is specified by the LSM competency framework ([www.lsmcompetencyframework.be](http://www.lsmcompetencyframework.be)), with in particular:

- an academic education centred on training in economics and management, with a transversal approach to management functions.
- priority given to the following skills:
  - Acting as a socially responsible participant,
  - Mastering knowledge,
  - Acting in an international and multicultural context.
- a possibility of developing some of these skills in greater depth through his choice of options, tracks, thesis, work placement and exchange.

#### 3. Research training

Students wishing to prepare for the completion of a Doctorate in Management or, more broadly, to learn the methods and domains in research, fundamental and applied, in management have the opportunity to follow the Specialized Focus. The Specialized Focus will develop the student's ability to:

- Identify and locate the different epistemological paradigms characterizing the research in management
- Master the specific methodological modelling approaches and/or empirical, qualitative/quantitative, and design a research platform

### Programme structure

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**The 120 Master's degree in Management includes the following four elements:**

#### 1. Core subjects worth 30 credits

This core curriculum includes the master's thesis (20 credits) as well as an internship (10 credits) which may be linked to an issue dealt with in the master's thesis.

**2. A professional focus worth 30 credits**

In-depth study of the distinctive disciplines of the management: strategy, finance, management accounting, marketing, human resources.

OR

**A research focus worth 30 credits**

including a basic epistemological training and a choice of courses in research methodologies in Management.

**3. A major worth 30 credits**

Spread in two parts, it enables the student to specialise in one of the management field (Marketing, Strategy and Organisation, Finance, Audit,...). The student has access to majors offered on the two sites of the Louvain School of Management : Louvain-la-Neuve and Mons.

> [Detailed description \(target, career opportunities,...\) of the majors offered in the master in management.](#)

**4. An exchange of 30 credits or an option and LSM courses worth 30 credits**

For the Annual Block 2, the student has the opportunity to either follow courses in one of the 145 partners universities of the Louvain School of Management or to pursue Students who do not wish to go abroad may instead take an option course worth 15 credits and 3 courses worth 5 credits each.

ANNUAL BLOCK 1				ANNUAL BLOCK 2				Degree 120 credits of  Master en Sciences de gestion, à finalité spécialisée (Professional Focus)	
TERM 1		TERM 2		TERM 1		TERM 2			
Part 1	Part 2	Part 1	Part 2	Part 1	Part 2	Part 1	Part 2		
SEMINAR ON CURRENT MANAGERIAL ISSUES (3 crédits)				EXCHANGE (optional)					▶
COURSES FOCUSED MANAGEMENT		COURSES OF THE MAJOR		1 COURSE + 1 ELECTIVE COURSE + 1 LANGUAGE COURSE		OPTION			
		COURSES FOCUSED MANAGEMENT				INTERNSHIP			
SKILLS SEMINAR									
14 credits	15 credits	13 credits	15 credits	15 credits	15 credits	10 credits			
MASTER'S THESIS (20 credits)									

Please note that, depending on your academic background, teaching units (= prerequisite courses) could be added to your master programme.

**Five different areas of training accessible after selection which will give a real asset into your CV:****The CEMS Master's in International Management - [CEMS MIM](#)**

The Louvain School of Management is the sole partner in Belgium of this network which, for the last few years, has brought together the best European management schools and various partners from outside Europe.

**Interdisciplinary programme in Entrepreneurship - [CPME](#)**

This programme brings together students from different faculties at UCL and provides them with the analytical tools to help them understand business processes, start or take on businesses of different kinds and to develop business projects within existing organisations.

**International Business programme - [IB](#)**

This programme is designed for students who wish to pursue an international career. By combining a preparatory major dedicated to this programme, courses taken on exchange and a 6-month work placement abroad in a multinational company, it promotes an open-minded approach, intercultural awareness, adaptability and pro-activity, all of which are vital for work in an international context.

**Double Degree - [DD & DDD](#)**

By accumulating 60 course credits at the Louvain School of Management, around 40 course credits at the partner university DD and a joint master's thesis to both universities for 20 credits, the students acquire two master degrees, one delivered by the LSM and the other by the partner university :

- Universität zu Köln (Cologne, Germany)
- Norwegian School of Economics and Business Administration (Bergen, Norway)
- Universidade NOVA de Lisboa (Lisbon, Portugal)
- University of Economics Prague (Czech Republic)
- Vytautas Magnus University (Kaunas, Lithuania)
- Aix-Marseille Université (Aix-Marseille, France)
- KU Leuven (Leuven, Belgium)

- Instituto Superior Técnico - Technical University of Lisbon (Lisbon, Portugal)

A "Dedicated Double Degree", DDD focus on Environmental issues and Supply Chain Management, exclusively offered by LSM and NHH.

### **The Master in Management, "Financial Management Track" with a double degree LSM-ICHEC**

#### **NOTE:**

- Holders of a second cycle university degree comprising at least 45 credits of Master level courses equivalent to the Master in Management can **obtain, in 1 year, the Master 120 credits in Management**. Depending on the value of the credits granted, this program will include **a minimum of 60 credits and a maximum of 75 credits**.
- Holders of a LSM Master Degree in Business Engineering 120 (or Master in Management 120) with a Professional Focus, may **acquire the Master's degree with a research focus by following the Reserach Focus 30-credit programme**.

*For a programme-type, and regardless of the focus, options/or elective courses selected, this master will carry a minimum of 120 credits divided over two annual units, corresponding to 60 credits each.*

#### > Core courses [ en-prog-2020-gest2m-tronc\_commun ]

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#### Focuses

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- > Professional Focus [ en-prog-2020-gest2m-lgest321s ]
- > Research Focus [ en-prog-2020-gest2m-lgest202a ]

#### > List of electives [ en-prog-2020-gest2m-options ]

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#### Majors

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- > Managing Humanely and Intervening in Organisations [ en-prog-2020-gest2m-lgest430o ]
- > Major European Business (LLN) [ en-prog-2020-gest2m-lgest421o ]
- > Majeure Corporate Finance (LLN) [ en-prog-2020-gest2m-lgest442o ]
- > Major International Finance (LLN) [ en-prog-2020-gest2m-lgest432o ]
- > Major Marketing Strategy for Connected Brands (LLN) [ en-prog-2020-gest2m-lgest451o ]
- > Major Consumer Insights (LLN) [ en-prog-2020-gest2m-lgest452o ]
- > Philippe de Woot Major in Corporate Sustainable Management (LLN) [ en-prog-2020-gest2m-lgest470o ]
- > Formation interdisciplinaire en création d'entreprise CPME (LLN) [ en-prog-2020-gest2m-lgest424o ]
- > Major International Business (LLN) [ en-prog-2020-gest2m-lgest425o ]
- > Major Financial Management (Mons) [ en-prog-2020-gest2m-mgest441o ]
- > Majeure Révisorat et expertise comptable (Mons) [ en-prog-2020-gest2m-mgest443o ]
- > Majeure Décisions marketing tactiques et digitales (Mons) [ en-prog-2020-gest2m-mgest453o ]

#### LSM courses (if no exchange)

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- > LSM Courses (if no exchange) [ en-prog-2020-gest2m-lgest110o ]

#### Options (alternative à l'échange)

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- > Option Management humain et intervention dans les organisations [ en-prog-2020-gest2m-lgest558o ]
- > Option Corporate Finance (LLN) [ en-prog-2020-gest2m-lgest560o ]
- > Option International Finance (LLN) [ en-prog-2020-gest2m-lgest594o ]
- > Option Marketing Strategy for Connected Brands (LLN) [ en-prog-2020-gest2m-lgest561o ]
- > Option Consumer Insights (LLN) [ en-prog-2020-gest2m-lgest562o ]
- > Option Corporate Sustainable Management (LLN) [ en-prog-2020-gest2m-lgest589o ]
- > Option Sourcing and Procurement (LLN) [ en-prog-2020-gest2m-lgest592o ]
- > Option Transport et logistique (Mons) [ en-prog-2020-gest2m-lgest563o ]
- > Option Entrepreneurship (Mons) [ en-prog-2020-gest2m-lgest564o ]
- > Option Immersion professionnelle en digital marketing (Mons) [ en-prog-2020-gest2m-lgest565o ]
- > Option Marketing Communication (Mons) [ en-prog-2020-gest2m-lgest568o ]
- > Option Révisorat et expertise comptable (Mons) [ en-prog-2020-gest2m-lgest590o ]
- > Option Decision Marketing (Mons) [ en-prog-2020-gest2m-lgest591o ]
- > Option Asset Management (Mons) [ en-prog-2020-gest2m-mingm203o ]
- > Option Développement et gestion Nord-Sud (ICHEC) [ en-prog-2020-gest2m-lgest566o ]
- > Option Fiscalité (ICHEC) [ en-prog-2020-gest2m-lgest567o ]
- > ICHEC - CFA : Advanced Financial Analysis [ en-prog-2020-gest2m-liag228o ]

#### Special programmes

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- > Master [120] in Management [Track Financial Management - Double degree UCL-ICHEC] [ en-prog-2020-gest2m-version-dduclichec ]
- > Master [120] in Management [CEMS Programme] [ en-prog-2020-gest2m-version-cems ]
- > Master [120] in Management [ en-prog-2020-gest2m-version-parcdroigest ]
- > Master [120] in Management [ en-prog-2020-gest2m-version-parcgestdroid ]

#### Preparatory Module (only for students who qualify for the course via complementary coursework)

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- > Master [120] in Management [ en-prog-2020-gest2m-module\_complementaire ]



## GEST2M Detailed programme

### Programme by subject

#### CORE COURSES [30.0]

- Mandatory  
 △ Courses not taught during 2020-2021  
 ⊕ Periodic courses taught during 2020-2021
- ✘ Optional  
 ⊖ Periodic courses not taught during 2020-2021  
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
○ LLSMD2901	<a href="#">Final Master's Thesis</a>			18 Credits	q1+q2	x	
○ LLSMD2094	<a href="#">Master's Thesis Seminar</a>	<a href="#">Chantal De Moerloose</a>	30h	2 Credits	q1+q2	x	

#### ○ Internship (10 credits)

✘ LLSMD2915	<a href="#">Internship and familiarization seminar to the world of work</a>		30h	10 Credits	q1+q2	x	
✘ LLSMD2916	<a href="#">International Internship with coaching</a> <i>Only for IB students</i>	<a href="#">Christophe Lejeune</a>	30h	10 Credits	q2	x	

#### ✘ Cours au choix (à la place du stage) pour les étudiants CPME (10 credits)

The CPME student who does not wish to do an internship must choose 2 courses from the list below:

✘ LLSMX2001	<a href="#">Regenerative Economy</a>	<a href="#">Yves De Rongé</a> <a href="#">Emmanuel Mossay</a>	30h	5 Credits	q1	x	
✘ LLSMS2014	<a href="#">Entrepreneurial Finance (in English)</a>	<a href="#">Quentin Colmant</a> (compensates <a href="#">Yue Zhang</a> ) <a href="#">Axel Funhoff</a> (compensates <a href="#">Philippe Grégoire</a> )	30h	5 Credits	q1	x	
✘ LFSA2212	<a href="#">Innovation classes</a> <i>course available only after selection</i>	<a href="#">Benoît Macq</a> <a href="#">Jean-Pierre Raskin</a> <a href="#">Benoît Raucent</a>	30h+15h	5 Credits	q1	x	
✘ LSST1001	<a href="#">IngénieuxSud</a>	<a href="#">Jean-Pierre Raskin</a>	15h+45h	5 Credits	q1+q2	x	
✘ LLSMS2080	<a href="#">International Entrepreneurship (in English)</a> <i>Course available only after selection</i>	<a href="#">Frank Janssen</a>	30h+30h	5 Credits	q2	x	
✘ LLSMS2081	<a href="#">Strategic Management of Start ups (in English)</a>	<a href="#">Bartholomeus Kamp</a> <a href="#">Bryan Toney</a>	30h+30h	5 Credits	q2	x	
✘ LCPME2005	<a href="#">Social and Sustainable Entrepreneurship</a>	<a href="#">Julie Hermans</a>	30h	5 Credits	q2	x	

**LIST OF FOCUSES**[> Professional Focus](#) [ en-prog-2020-gest2m-lgest321s ][> Research Focus](#) [ en-prog-2020-gest2m-lgest202a ]**PROFESSIONAL FOCUS [30.0]**

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

The professional focus courses are organised during the 6 first weeks of each term.

Year

1 2

**o Content:**

● LLSMS2220	<a href="#">Seminar on Current Managerial Issues</a>	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	q1+q2	x	
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**o Corporate social responsibility (4 credits)**

One course among :

⊗ LLSMS2397	<a href="#">Maatschappelijke verantwoordelijkheid van bedrijven</a>	Sabine Denis	30h	4 Credits	q1	x	
⊗ LLSMS2098	<a href="#">Corporate Social Responsibility (Names from A to K)</a>	Ina Aust-Gronarz Carlos Desmet	30h	4 Credits	q1	x	
⊗ LLSMS2099	<a href="#">Corporate Social Responsibility</a>		30h	4 Credits	q1	△	x
⊗ LLSMS2398	<a href="#">Corporate Social Responsibility (Names from L to Z)</a>	Ina Aust-Gronarz Carlos Desmet	30h	4 Credits	q1	x	

**o Advanced Strategic Marketing (5 credits)**

One course among :

⊗ LLSMS2102	<a href="#">Advanced Strategic Marketing (Names from A to K)</a>	Isabelle Schuiling	30h	5 Credits	q1	x	
⊗ LLSMS2122	<a href="#">Advanced Strategic Marketing (Names from L to Z)</a>	Nicolas Lambert	30h	5 Credits	q1	x	

**o Corporate Finance (5 credits)**

One course among :

⊗ LLSMS2100	<a href="#">Corporate Finance (Names from A to K)</a>	Philippe Grégoire Anh Nguyen (compensates Yue Zhang) James Thewissen	30h	5 Credits	q1	x	
⊗ LLSMS2120	<a href="#">Corporate Finance (Names from L to Z)</a>	Anh Nguyen (compensates Philippe Grégoire) James Thewissen Yue Zhang	30h	5 Credits	q1	x	

**o Seminar (3 credits)**

One course among :

⊗ LLSMD2090	<a href="#">Seminar on Relational and Managerial Competences Only for non-French speaking students</a>	Patrice Gobert Pierre Meurens	45h	3 Credits	q1+q2	x	
⊗ LLSMD2091	<a href="#">Seminar on relational and managerial competences</a>	Patrice Gobert Pierre Meurens	15h	3 Credits	q1+q2	x	

**o Management Accounting (5 credits)**

● LLSMS2101	<a href="#">Management Accounting</a>	Loïc Decaux Valérie Mpasinas	30h	5 Credits	q2	x	
⊗ LLSMS2121	<a href="#">Management Accounting (Names from L to Z)</a>	Gerrit Sarens	30h	5 Credits	q2	△	x



Year

1 2

### o Advanced Human Resource and Organisation Management (5 credits)

One course among :

⌘ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Eline Jammaers (compensates Ina Aust-Gronarz) Eline Jammaers	30h	5 Credits	q2	x	
⌘ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Eline Jammaers	30h	5 Credits	q2	x	

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**RESEARCH FOCUS [30.0]**

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

The research focus of 30 credits is centered on the epistemological and methodological training for research in management sciences. The student can also have the opportunity to participate to a research internship at a research center linked to the LSM. He may also write a research master's thesis that consists of either a state of literature and the design of a research project, either a first preliminary empirical research in a PhD.

Year

1 2

**o Content:**

● LLSMA2001	Epistemology of Management (in English)	Matthieu de Nanteuil	30h	5 Credits	q1	x	
● LLSMA2002	Research Methods	Philippe Chevalier Alain Decrop Assaad El Akremi	60h	10 Credits	q1	x	
● LLSMA2005	Reading Seminar			5 Credits	q2	x	
● LLSMA2006	Theories of Organizations in Management	Régis Coeurderoy	30h	5 Credits	q2	x	
● LLSMA2007	Communication and Writing Skills	Manuel Kolp Valérie Swaen	30h	5 Credits	q2	x	

**OPTIONS**

**Annual Block 1:** obligation to follow **1 major** to choose among the list here below.

**Annual Block 2:** if the student does not go on exchange : obligation to follow the "**LSM courses (if no exchange)**" (15 credits) + **1 Option** (15 credits); please check the offer here below.

Note that, if the chosen Major/Option is not organised on your main site, [help for the mobility](#) are available.

To help you in your choice of major, take a look at the [description of the majors](#) and the [description of the options](#).

**Majors**

- > [Managing Humanely and Intervening in Organisations](#) [ en-prog-2020-gest2m-lgest430o ]
- > [Major European Business \(LLN\)](#) [ en-prog-2020-gest2m-lgest421o ]
- > [Majeure Corporate Finance \(LLN\)](#) [ en-prog-2020-gest2m-lgest442o ]
- > [Major International Finance \(LLN\)](#) [ en-prog-2020-gest2m-lgest432o ]
- > [Major Marketing Strategy for Connected Brands \(LLN\)](#) [ en-prog-2020-gest2m-lgest451o ]
- > [Major Consumer Insights \(LLN\)](#) [ en-prog-2020-gest2m-lgest452o ]
- > [Philippe de Woot Major in Corporate Sustainable Management \(LLN\)](#) [ en-prog-2020-gest2m-lgest470o ]
- > [Formation interdisciplinaire en création d'entreprise CPME \(LLN\)](#) [ en-prog-2020-gest2m-lgest424o ]
- > [Major International Business \(LLN\)](#) [ en-prog-2020-gest2m-lgest425o ]
- > [Major Financial Management \(Mons\)](#) [ en-prog-2020-gest2m-mgest441o ]
- > [Majeure Révisorat et expertise comptable \(Mons\)](#) [ en-prog-2020-gest2m-mgest443o ]
- > [Majeure Décisions marketing tactiques et digitales \(Mons\)](#) [ en-prog-2020-gest2m-mgest453o ]

**LSM courses (if no exchange)**

- > [LSM Courses \(if no exchange\)](#) [ en-prog-2020-gest2m-lgest110o ]

**Options (alternative à l'échange)**

- > [Option Management humain et intervention dans les organisations](#) [ en-prog-2020-gest2m-lgest558o ]
- > [Option Corporate Finance \(LLN\)](#) [ en-prog-2020-gest2m-lgest560o ]
- > [Option International Finance \(LLN\)](#) [ en-prog-2020-gest2m-lgest594o ]
- > [Option Marketing Strategy for Connected Brands \(LLN\)](#) [ en-prog-2020-gest2m-lgest561o ]
- > [Option Consumer Insights \(LLN\)](#) [ en-prog-2020-gest2m-lgest562o ]
- > [Option Corporate Sustainable Management \(LLN\)](#) [ en-prog-2020-gest2m-lgest589o ]
- > [Option Sourcing and Procurement \(LLN\)](#) [ en-prog-2020-gest2m-lgest592o ]
- > [Option Transport et logistique \(Mons\)](#) [ en-prog-2020-gest2m-lgest563o ]
- > [Option Entrepreneurship \(Mons\)](#) [ en-prog-2020-gest2m-lgest564o ]
- > [Option Immersion professionnelle en digital marketing \(Mons\)](#) [ en-prog-2020-gest2m-lgest565o ]
- > [Option Marketing Communication \(Mons\)](#) [ en-prog-2020-gest2m-lgest568o ]

- > Option Révisorat et expertise comptable (Mons) [ en-prog-2020-gest2m-lgest590o ]
- > Option Decision Marketing (Mons) [ en-prog-2020-gest2m-lgest591o ]
- > Option Asset Management (Mons) [ en-prog-2020-gest2m-mingm203o ]
- > Option Développement et gestion Nord-Sud (ICHEC) [ en-prog-2020-gest2m-lgest566o ]
- > Option Fiscalité (ICHEC) [ en-prog-2020-gest2m-lgest567o ]
- > ICHEC - CFA : Advanced Financial Analysis [ en-prog-2020-gest2m-liag228o ]

## MAJORS

The major courses are organised during the 6 last weeks of each term.

### MANAGING HUMANELY AND INTERVENING IN ORGANISATIONS [30.0]

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

○ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Quadrimestre 1

● LLSMS2070	Organizational Diagnostic (in French)	Evelyne Léonard	30h	5 Credits	q1	x	
● LLSMS2072	Clinical Sociology of work (in French)	John Cultiaux (compensates Thomas Périlleux)	30h	5 Credits	q1	x	
● LLSMF2007	Change Management (in French)	Nathalie Guilmot (compensates Alain Vas) Emilie Malcourant (compensates Alain Vas)	30h	5 Credits	q1	x	

#### o Term 2

● LLSMS2071	Diversity Management	Philippe Depaepe Eline Jammaers (coord.)	30h	5 Credits	q2	x	
● LLSMS2073	Strategic Human Resource Management	Laurent Taskin	30h	5 Credits	q2	x	
● LLSMS2074	Contemporary Issues in Human Resources Management	Marie Antoine (coord.) Gaëtan Bonny Philippe Depaepe	30h	5 Credits	q2	x	

**MAJOR EUROPEAN BUSINESS (LLN) [30.0]**

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Quadrimestre 1

● LLSMS2018	<a href="#">European Corporate Governance (in English)</a>	Serge Drugmand (compensates Karine Cerrada Cristia) Philippe Lambrecht	30h	5 Credits	q1	x	
● LLSMS2060	<a href="#">European Economic Policy (in English)</a>	Per Joakim Agrell Eric Cornuel Sophie Wilmès	30h	5 Credits	q1	x	
● LLSMS2064	<a href="#">European Public Affairs (in English)</a>	Jean-Christophe Defraigne	30h	5 Credits	q1	x	

#### o Quadrimestre 2

● LLSMS2061	<a href="#">Corporate Strategy in Europe</a>	Guilhem Bascle	30h	5 Credits	q2	x	
● LLSMS2062	<a href="#">Management of European Companies (Business Cases)</a>	Eric Cornuel	30h	5 Credits	q2	x	
● LLSMS2063	<a href="#">Industrial Relations in Europe (in English)</a>	Evelyne Léonard	30h	5 Credits	q2	x	

**MAJEURE CORPORATE FINANCE (LLN) [30.0]**

You can find the major's brochure [here](#).

○ Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### ○ Content:

#### ○ Term 1

○ LLSMS2014	<a href="#">Entrepreneurial Finance (in English)</a>	Quentin Colmant (compensates Yue Zhang) Axel Funhoff (compensates Philippe Grégoire)	30h	5 Credits	q1	x	
○ LLSMS2017	<a href="#">IAS/IFRS</a>	Bruno Colmant	30h	5 Credits	q1	x	
○ LLSMS2108	<a href="#">Current Issues in Finance (in English)</a>	James Thewissen	30h	5 Credits	q1	x	

#### ○ Term 2

○ LLSMS2009	<a href="#">Risk Management of Financial Institutions</a>	Luc Henrard	30h	5 Credits	q2	x	
○ LLSMS2110	<a href="#">Advanced Corporate Finance</a>	James Thewissen (compensates Yue Zhang)	30h	5 Credits	q2	x	
○ LLSMS2118	<a href="#">Project Evaluation</a>	Leonardo Iania	30h	5 Credits	q2	x	

**MAJOR INTERNATIONAL FINANCE (LLN) [30.0]**

You can find the major's brochure [here](#).

○ Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Term 1

○ LLSMS2223	<a href="#">Principles of banking and finance</a>	Tom Dechaene Leonardo Iania	30h	5 Credits	q1	x	
○ LLSMS2054	<a href="#">International Finance</a>	Bertrand Candelon	30h	5 Credits	q1	x	
○ LLSMS2027	<a href="#">Financial Innovation</a>	Jean-Baptiste Hasse (compensates Yue Zhang)	30h	5 Credits	q1	x	

#### o Term 2

○ LLSMS2128	<a href="#">Central banking, financial regulation, supervision</a>	Ruben Olieslagers (compensates Luc Henrard)	30h	5 Credits	q2	x	
○ LLSMS2140	<a href="#">International corporate finance</a>	Anh Nguyen (compensates Yue Zhang) James Thewissen (compensates Yue Zhang)	30h	5 Credits	q2	x	
○ LLSMS2029	<a href="#">International financial management</a>	Denis Knaepen	30h	5 Credits	q2	x	

## MAJOR MARKETING STRATEGY FOR CONNECTED BRANDS (LLN)

### [30.0]

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Term 1

● LLSMS2000	<a href="#">Marketing Research</a>	<a href="#">Gordy Pleyers</a>	30h	5 Credits	q1	x	
● LLSMS2002	<a href="#">International Marketing</a>	<a href="#">Thierry Jupsin</a>	30h	5 Credits	q1	x	
● LLSMS2007	<a href="#">New Business Models and E-commerce</a>	<a href="#">Paul Belleflamme</a>	30h	5 Credits	q1	x	

#### o Term 2

● LLSMS2003	<a href="#">Brand Management (in English)</a>	<a href="#">Isabelle Schuiling</a>	30h	5 Credits	q2	x	
● LLSMS2004	<a href="#">Big Data/Data Mining Applied to Marketing</a>	<a href="#">Ludovic Chevalier</a>	30h	5 Credits	q2	x	
● LLSMS2006	<a href="#">On-line and Off-line Communication Strategies</a>	<a href="#">Doriane Magnus</a> (compensates Nicolas Kervyn De Meerendré) <a href="#">Gordy Pleyers</a> <a href="#">Ingrid Poncin</a> (compensates Nicolas Kervyn De Meerendré)	30h	5 Credits	q2	x	

**MAJOR CONSUMER INSIGHTS (LLN) [30.0]**

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Term 1

● LLSMS2001	<a href="#">Consumer Behavior</a>	Nicolas Kervyn De Meerendré	30h	5 Credits	q1	x	
● LLSMS2021	<a href="#">Managing Brand Equity</a>	Thierry Jupsin (compensates Valérie Swaen)	30h	5 Credits	q1	x	
● LLSMS2024	<a href="#">Marketing Studies</a>	Gordy Pleyers	30h	5 Credits	q1	x	

#### o Term 2

● LLSMS2022	<a href="#">Customer Relationship Management(CRM)</a>	Pierre-Yves Boucau (compensates Nicolas Kervyn De Meerendré)	30h	5 Credits	q2	x	
● LLSMS2023	<a href="#">Ethical and Sustainable Consumption</a>	Coline Ruwet (compensates Valérie Swaen)	30h	5 Credits	q2	x	
● LLSMS2005	<a href="#">Neuromarketing, virtual reality and experimental approach</a>	Gordy Pleyers	30h	5 Credits	q2	x	



## PHILIPPE DE WOOT MAJOR IN CORPORATE SUSTAINABLE MANAGEMENT (LLN) [30.0]

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Term 1

● LLSMS2280	<a href="#">Business Ethics and Compliance Management</a>	<a href="#">Carlos Desmet</a>	30h	5 Credits	q1	x	
● LLSMS2281	<a href="#">Sustainable Management and Value Chains</a>	<a href="#">Carsten Reuter</a>	30h	5 Credits	q1	x	
● LLSMS2282	<a href="#">Finance and Responsible Investment Practices</a>	<a href="#">Leonardo Iania</a>	30h	5 Credits	q1	x	

#### o Term 2

● LLSMS2283	<a href="#">Sustainable Human Resource Management and Leadership</a>	<a href="#">Ina Aust-Gronarz</a>	30h	5 Credits	q2	x	
● LLSMS2284	<a href="#">Corporate Sustainability Reporting and Marketing Strategy</a>	<a href="#">Yves De Rongé Valérie Swaen</a>	30h	5 Credits	q2	x	
● LCPME2005	<a href="#">Social and Sustainable Entrepreneurship</a>	<a href="#">Julie Hermans</a>	30h	5 Credits	q2	x	

## FORMATION INTERDISCIPLINAIRE EN CRÉATION D'ENTREPRISE CPME (LLN) [30.0]

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Term 1

● LCPME2001	<a href="#">Entrepreneurship Theory (in French)</a>	Frank Janssen	30h+20h	5 Credits	q1	x	
● LCPME2002	<a href="#">Managerial, legal and economic aspects of the creation of a company (in French)</a>	Yves De Cordt Marine Falize	30h+15h	5 Credits	q1	x	

#### o Cours au choix CPME (5 credits)

Un cours parmi :

⊗ LLSMX2001	<a href="#">Regenerative Economy</a>	Yves De Rongé Emmanuel Mossay	30h	5 Credits	q1	x	
⊗ LLSMS2014	<a href="#">Entrepreneurial Finance (in English)</a>	Quentin Colmant (compensates Yue Zhang) Axel Funhoff (compensates Philippe Grégoire)	30h	5 Credits	q1	x	
⊗ LFSA2212	<a href="#">Innovation classes</a> <i>Attention : sélection des étudiants sur dossier</i>	Benoît Macq Jean-Pierre Raskin Benoît Raucent	30h+15h	5 Credits	q1	x	

#### o Term 2

● LCPME2003	<a href="#">Business plan of the creation of a company (in French) test</a>	Frank Janssen	30h+15h	5 Credits	q2		x
● LCPME2004	<a href="#">Advanced seminar on Entrepreneurship (in French)</a>	Frank Janssen	30h+15h	5 Credits	q2		x

#### o Cours au choix CPME (5 credits)

1 cours parmi :

⊗ LLSMS2080	<a href="#">International Entrepreneurship (in English)</a> <i>Attention : sélection des étudiants sur dossier</i>	Frank Janssen	30h+30h	5 Credits	q2	x	
⊗ LLSMS2081	<a href="#">Strategic Management of Start ups (in English)</a>	Bartholomeus Kamp Bryan Toney	30h+30h	5 Credits	q2		x
⊗ LCPME2005	<a href="#">Social and Sustainable Entrepreneurship</a>	Julie Hermans	30h	5 Credits	q2		x
⊗ LSST1001	<a href="#">IngénieuxSud</a>	Jean-Pierre Raskin	15h+45h	5 Credits	q1+q2		x

**MAJOR INTERNATIONAL BUSINESS (LLN) [30.0]**

Access to this major is limited to students selected on the basis of an application file. [More informations about the selection](#). You can find the major's brochure [here](#).

○ Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Term 1

○ LLSMS2014	<a href="#">Entrepreneurial Finance (in English)</a>	Quentin Colmant (compensates Yue Zhang) Axel Funhoff (compensates Philippe Grégoire)	30h	5 Credits	q1	x	
○ LLSMS2002	<a href="#">International Marketing</a>	Thierry Jupsin	30h	5 Credits	q1	x	
○ LLSMS2030	<a href="#">Supply Chain Management (in English)</a>	Pierre Semal	30h	5 Credits	q1	x	

#### o Term 2

○ LLSMS2065	<a href="#">Cross Cultural Competences and Management (in English)</a>	Ina Aust-Gronarz	30h	5 Credits	q2	x	
○ LLSMS2114	<a href="#">Entrepreneurship</a>	Frank Janssen	30h	5 Credits	q2	x	
○ LLSMS2299	<a href="#">New Economic Models</a>	Yves De Rongé	30h	5 Credits	q2	x	

**MAJOR FINANCIAL MANAGEMENT (MONS) [30.0]**

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

○ **Content:**

○ **Term 1**

○ MLSMM2121	<a href="#">Derivative Securities</a>	<a href="#">Isabelle Platten</a>	30h	5 Credits	q1	x	
○ MLSMM2122	<a href="#">Equity Valuation</a>	<a href="#">Mikael Petitjean</a> <a href="#">Xavier Suin</a>	30h	5 Credits	q1	x	
○ MLSMM2123	<a href="#">Fixed Income Analysis</a>	<a href="#">Anh Nguyen</a> (compensates <a href="#">Isabelle Platten</a> ) <a href="#">Frédéric Vrins</a>	30h	5 Credits	q1	x	

○ **Term 2**

○ MLSMM2124	<a href="#">Behavioural Finance</a>	<a href="#">Rudy De Winne</a>	30h	5 Credits	q2	x	
○ MLSMM2125	<a href="#">Portfolio Management</a>	<a href="#">Catherine D'Hondt</a>	30h	5 Credits	q2	x	
○ MLSMM2126	<a href="#">Risk Management and Financial Institutions</a>	<a href="#">Nathan Lassance</a> (compensates <a href="#">Isabelle Platten</a> )	30h	5 Credits	q2	x	

**MAJEURE RÉVISORAT ET EXPERTISE COMPTABLE (MONS) [30.0]**

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

○ **Content:**

○ **Term 1**

○ MLSMM2141	<a href="#">Contrôle interne et gestion des risques</a>	<a href="#">Bénédicte Vessié</a>	45h	6 Credits	q1	x
○ MLSMM2142	<a href="#">Droit comptable</a>	<a href="#">Yvan Stempniewsky</a>	30h	4 Credits	q1	x
○ MLSMM2143	<a href="#">Règles d'évaluation</a>	<a href="#">Anne-Catherine Provost</a>	30h	5 Credits	q1	x

○ **Term 2**

○ MLSMM2144	<a href="#">Droit des sociétés approfondi et gouvernance d'entreprise</a>	<a href="#">Werner Derijcke</a>	30h	4 Credits	q2	x
○ MLSMM2145	<a href="#">IAS and IFRS</a>	<a href="#">Yvan Stempniewsky</a>	45h	6 Credits	q2	x
○ MLSMM2146	<a href="#">Normes comptables internationales de consolidation</a>	<a href="#">Bénédicte Vessié</a>	30h	5 Credits	q2	x

## MAJEURE DÉCISIONS MARKETING TACTIQUES ET DIGITALES (MONS) [30.0]

You can find the major's brochure [here](#).

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

### o Content:

#### o Term 1

● MLSMM2131	<a href="#">Distribution</a>	<a href="#">Simon Hazée</a>	30h	5 Credits	q1	x	
● MLSMM2132	<a href="#">Price Management</a>	<a href="#">Caroline Ducarroz</a> <a href="#">Nadia Sinigaglia</a>	30h	5 Credits	q1	x	
● MLSMM2133	<a href="#">Product and Innovation</a>	<a href="#">Nadia Sinigaglia</a>	30h	5 Credits	q1	x	

#### o Term 2

● MLSMM2134	<a href="#">E-comportement du consommateur</a>	<a href="#">Karine Charry</a>	30h	5 Credits	q2	x	
● MLSMM2135	<a href="#">Méthodes et modèles en marketing</a>	<a href="#">Caroline Ducarroz</a> <a href="#">Nadia Sinigaglia</a>	30h	5 Credits	q2	x	
● MLSMM2136	<a href="#">Tendances en Digital Marketing</a>	<a href="#">Ingrid Poncin</a>	30h	5 Credits	q2	x	

**LSM COURSES (IF NO EXCHANGE) [15.0]****LSM COURSES (IF NO EXCHANGE) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

Students who do not go on exchange will have to register to the 30 following credits : International Strategic Management (5 credits) + one of the two elective courses (5 credits) + one language course (5 credits) + one option (15 credits - <https://uclouvain.be/en-prog-2020-gest2m-lgest106g>)

**o International Strategic Management (5 credits)**

Select the course according to alphabetical distribution

<input checked="" type="radio"/> LLSMS2103	<a href="#">International Strategic Management (Names from A to K)</a>	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	q1		x
<input checked="" type="radio"/> LLSMS2123	<a href="#">International Strategic Management (Names L-Z)</a>	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	q1		x

**o LSM elective courses (5 credits)**

1 course to choose between LLSMF2009 and LLSMS2090 or one management course from the KUL : <http://feb.kuleuven.be/toekomstigestudenten/opleidingen/overzicht-opleidingen-feb>

<input checked="" type="radio"/> LLSMS2090	<a href="#">Risk Management, Internal Control and Auditing</a>	Loïc Decaux Diane Van Gils	30h	5 Credits	q1		x
<input checked="" type="radio"/> LLSMF2009	<a href="#">Taxation (in French)</a>	Marie Lamensch	30h	5 Credits	q1		x

**o Language course (5 credits)**

One course to choose from the list below. Please check the schedules before making your choice.

 **English courses (5 credits)**

<input checked="" type="radio"/> LANGL2232	<a href="#">Advanced Business English</a> 6 groups of max. 25 students/group (see ILV for details and registration)	Catherine Avery Nicholas Gibbs Katherine Opello (coord.) Karen Ratcliffe	15h	5 Credits	q1		x
<input checked="" type="radio"/> LMULT2223	<a href="#">Reading comprehension and vocabulary extension: economic and commercial texts in English</a>	Sylvie De Cock	22.5h	5 Credits	q1		x
<input checked="" type="radio"/> LMULT2421	<a href="#">Economic, legal, social and political issues in English-speaking countries</a> Compulsory attendance, limited access (max. 15 students)	Paul Arblaster	30h+15h	5 Credits	q1		x
<input checked="" type="radio"/> LMULT2424	<a href="#">Oral business communication techniques in English (Part 1)</a> Compulsory attendance, limited access (max. 15 students)	Sylvie De Cock	15h+15h	5 Credits	q1		x

 **Cours de néerlandais (5 credits)**

<input checked="" type="radio"/> LMULT2233	<a href="#">Reading comprehension and vocabulary extension: economic and commercial texts in Dutch</a>	Marlène Vrancx	22.5h	5 Credits	q1		x
<input checked="" type="radio"/> LMULT2434	<a href="#">Oral business communication techniques in Dutch (Part 1)</a> Compulsory attendance, limited access (max. 10 students)	Anne Goedgezelschap	15h+15h	5 Credits	q1		x
<input checked="" type="radio"/> LMULT2431	<a href="#">Economic, legal, social and political issues in Dutch-speaking countries</a> Compulsory attendance, limited access (max. 10 students)	Philippe Hiligsmann	30h+15h	5 Credits	q1		x

						Year	
						1	2
⊗ LNEER2600	Seminar of entry to professional life in Dutch - Upper-Intermediate level <i>Limited access (see ILV)</i>	Isabelle Demeulenaere (coord.) Dag Houdmont	30h	5 Credits	q1 or q2		x
⊗ LNEER1532	Interactive economic Dutch - Higher intermediate level <i>Limited access (see ILV)</i>	Hilde Bosmans Katrien De Rycke Kathleen Rymen (compensates Marie-Laurence Lambrecht) Marianne Verhaert (coord.)	60h	5 Credits	q1+q2		x
⊗ LKUL2094	Belasting op de toegevoegde waarde (B-KUL-C05B1A)		39h	5 Credits	q1		x
⊗ LKUL2095	Arbeidsrecht en onderneming (B-KUL-C08I7A)		39h	5 Credits	q1		x
⊗ LKUL2096	Vennootschapsbelasting (B-KUL-C05B0A)		39h	5 Credits	q1		x
⊗ LKUL2098	Management van personeelsstromen (B-KUL-D0R25A)		39h	5 Credits	q1		x

### ⊗ Cours d'allemand (5 credits)

⊗ LMULT2213	Reading comprehension and vocabulary extension: economic and commercial texts in German	Marie-Luce Collard	22.5h	5 Credits	q1		x
⊗ LMULT2411	Economic, legal, social and political issues in German-speaking countries <i>Compulsory attendance. Limited access (max. 5 students)</i>	Dany Etienne	30h+15h	5 Credits	q1		x
⊗ LMULT2414	Oral business communication techniques in German 1 <i>Compulsory attendance. Limited access (max. 5 students)</i>	Hedwig Reuter	15h+15h	5 Credits	q1		x
⊗ LALLE2710	Listening comprehension and oral expression: specialised German oral exercises - Part 1 <i>Limited access (see ILV)</i>	Ann Rinder (coord.)	30h	5 Credits	q1		x

### ⊗ Cours d'espagnol (5 credits)

⊗ LESPA2600	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	q1		x
⊗ LESPA2601	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	q1		x
⊗ LESPA1500	Spanish Advanced level (B1.2 , B2.1) <i>Limited access (max. 10 students). Please contact the professor in order to check your language level.</i>	Alicia Maria Tirado Fernandez (compensates Carmen Vallejo Villamor)	45h	5 Credits	q1		x

### ⊗ French courses (5 credits)

*Only for non native French speakers.*

⊗ LFRAN1405	French - Upper Intermediate Level (B2) - Le français, langue universitaire <i>Limited access (see ILV)</i>	Christine Renard (coord.)	30h	5 Credits	q2		x
⊗ LFRAN1505	French - Advanced level (C1) - "Professional Communication Strategies" <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	q1 or q2		x



**OPTIONS (ALTERNATIVE À L'ÉCHANGE) [15.0]**

Note: Students who do not go on exchange will be required to register for one option (15 credits) as well as for the International strategic management course (5 credits), a mandatory language course (5 credits) and an elective course (5 credits)

**OPTION MANAGEMENT HUMAIN ET INTERVENTION DANS LES ORGANISATIONS [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

<input type="radio"/> LLSMS2070	Organizational Diagnostic (in French)	Evelyne Léonard	30h	5 Credits	q1		x
<input type="radio"/> LLSMS2072	Clinical Sociology of work (in French)	John Cultiaux (compensates Thomas Périlleux)	30h	5 Credits	q1		x
<input type="radio"/> LLSMF2007	Change Management (in French)	Nathalie Guilmot (compensates Alain Vas) Emilie Malcourant (compensates Alain Vas)	30h	5 Credits	q1		x

**OPTION CORPORATE FINANCE (LLN) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

<input type="radio"/> LLSMS2014	Entrepreneurial Finance (in English)	Quentin Colmant (compensates Yue Zhang) Axel Funhoff (compensates Philippe Grégoire)	30h	5 Credits	q1		x
<input type="radio"/> LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	q1		x
<input type="radio"/> LLSMS2108	Current Issues in Finance (in English)	James Thewissen	30h	5 Credits	q1		x

**OPTION INTERNATIONAL FINANCE (LLN) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

## o Content:

○ LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	q1		x
○ LLSMS2027	Financial Innovation	Jean-Baptiste Hasse (compensates Yue Zhang)	30h	5 Credits	q1		x
○ LLSMS2223	Principles of banking and finance	Tom Dechaene Leonardo Iania	30h	5 Credits	q1		x

**OPTION MARKETING STRATEGY FOR CONNECTED BRANDS (LLN)****[15.0]**

This option is not available to students who have followed the Major in « Consumer Insights »

○ Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

## o Content:

○ LLSMS2000	Marketing Research	Gordy Pleyers	30h	5 Credits	q1		x
○ LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	q1		x
○ LLSMS2007	New Business Models and E-commerce	Paul Belleflamme	30h	5 Credits	q1		x

**OPTION CONSUMER INSIGHTS (LLN) [15.0]**

This option is not available to students who have followed the Major in « Marketing Strategy for Connected Brands »

● Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**Content:**

● LLSMS2001	<a href="#">Consumer Behavior</a>	<a href="#">Nicolas Kervyn De Meerendré</a>	30h	5 Credits	q1		x
● LLSMS2021	<a href="#">Managing Brand Equity</a>	<a href="#">Thierry Jupsin (compensates Valérie Swaen)</a>	30h	5 Credits	q1		x
● LLSMS2024	<a href="#">Marketing Studies</a>	<a href="#">Gordy Pleyers</a>	30h	5 Credits	q1		x

**OPTION CORPORATE SUSTAINABLE MANAGEMENT (LLN) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**Content:**

<input type="radio"/> LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	q1		x
<input type="radio"/> LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	q1		x
<input type="radio"/> LLSMS2282	Finance and Responsible Investment Practices	Leonardo Iania	30h	5 Credits	q1		x

**OPTION SOURCING AND PROCUREMENT (LLN) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**Content:**

<input type="radio"/> LLSMS2036	Supply Chain Procurement	Per Joakim Agrell Constantin Blome	30h	5 Credits	q1		x
<input type="radio"/> LLSMS2037	Sourcing Strategy	Constantin Blome Michael Henke	30h	5 Credits	q1		x
<input type="radio"/> LLSMS2038	Procurement Organisation and Scope	Constantin Blome	30h	5 Credits	q1		x

**OPTION TRANSPORT ET LOGISTIQUE (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**Content:**

<input type="radio"/> MLSMM2251	Modélisation des systèmes de transport	Bart Jourquin	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2252	Supply Chain Management	Jean-Sébastien Tancrez	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2253	Transport and mobility	Bart Jourquin	30h	5 Credits	q1		x

**OPTION ENTREPRENEURSHIP (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

<input type="radio"/> MLSMM2261	Entrepreneuriat collectif	Julie Hermans	30h	5 Credits	q1		x
<input type="radio"/> MHELH2262	Entrepreneuriat technologique	Julie Hermans	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2263	Savoir entreprendre	Amélie Jacquemin	30h	5 Credits	q1		x

**OPTION IMMERSION PROFESSIONNELLE EN DIGITAL MARKETING (MONS) [25.0]**

This option is for students who wish to specialize in Digital Marketing. It is given during the two terms of the annual block 2. It must be combined with a major in marketing (followed in annual block 1) and is only accessible on file.

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

<input type="radio"/> MLSMM2231	<b>Digital Data Analysis</b> <i>Cette unité d'enseignement se déroule au second quadrimestre en parallèle de MLSMM2233 Immersion professionnelle 2 - mise en oeuvre.</i>	Marco Ongaro	30h	5 Credits	q2		x
<input type="radio"/> MLSMM2232	Immersion professionnelle 1 - diagnostic	Karine Charry Ingrid Poncin	30h	10 Credits	q1		x
<input type="radio"/> MLSMM2233	Immersion professionnelle 2 - mise en oeuvre <i>Cette unité d'enseignement remplace le stage obligatoire de Master pour l'étudiant inscrit à cette option.</i>	Karine Charry Ingrid Poncin	30h	10 Credits	q2		x

**OPTION MARKETING COMMUNICATION (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021

- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**Content:**

<input type="radio"/> MCOMU2202	Marketing Communications	Karine Charry	30h	5 Credits	q1		x
<input type="radio"/> MCOMU2203	Processus de création publicitaire	Marc Soumillion	30h	5 Credits	q1		x
<input type="radio"/> MCOMU2204	Methodology of the marketing communication	Annie Courbet Christine Jean	30h	5 Credits	q1		x

**OPTION RÉVISORAT ET EXPERTISE COMPTABLE (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021

- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**Content:**

<input type="radio"/> MLSMM2247	Audit et compétences professionnelles	Bénédicte Vessié	45h	6 Credits	q1		x
<input type="radio"/> MLSMM2249	International Standards on Auditing	Bénédicte Vessié	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2248	Droit de l'entreprise en difficulté	Raphaël Gevers	30h	4 Credits	q1		x
<input type="radio"/> MLSMM2140	Déontologie et exigences légales du contrôle <i>Unité d'enseignement prise en compte pour les dispenses IRE.</i>	Victor Collin Bernard Vandenborre	45h	6 Credits	q1		x

**OPTION DECISION MARKETING (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021

- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**Content:**

<input type="radio"/> MLSMM2131	Distribution	Simon Hazée	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2132	Price Management	Caroline Ducarroz Nadia Sinigaglia	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2133	Product and Innovation	Nadia Sinigaglia	30h	5 Credits	q1		x

**OPTION ASSET MANAGEMENT (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

<input type="radio"/> MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	q1		x
<input type="radio"/> MLSMM2123	Fixed Income Analysis	Anh Nguyen (compensates Isabelle Platten) Frédéric Vrins	30h	5 Credits	q1		x

**OPTION DÉVELOPPEMENT ET GESTION NORD-SUD (ICHEC) [15.0]**

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

<input type="checkbox"/> LPEDV2210	North-South Project management		60h	5 Credits	q1		x
<input type="checkbox"/> LPEDV2220	Spécificités de la gestion dans les pays du Sud		60h	5 Credits	q1		x
<input type="checkbox"/> LPEDV2230	Economie et politiques de développement		60h	5 Credits	q1		x

**OPTION FISCALITÉ (ICHEC) [15.0]**

For more information, please visit <https://www.ichec.be/fr/master-en-gestion-de-lentreprise>

- Mandatory  
 Courses not taught during 2020-2021  
 Periodic courses taught during 2020-2021
- Optional  
 Periodic courses not taught during 2020-2021  
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Courses are organised during the whole term in the evening.

Year

1 2

**o Content:**

<input type="radio"/> LFISC2210	Fiscalité des fusions et acquisitions		60h	5 Credits	q1		x
<input type="radio"/> LFISC2220	Impôt des sociétés et pratique de la déclaration		60h	5 Credits	q1		x
<input type="radio"/> LFISC2230	Introduction à la fiscalité internationale et européenne		60h	5 Credits	q1		x

**ICHEC - CFA : ADVANCED FINANCIAL ANALYSIS [15.0]**

- Mandatory  
 △ Courses not taught during 2020-2021  
 ⊕ Periodic courses taught during 2020-2021
- ✘ Optional  
 ⊖ Periodic courses not taught during 2020-2021  
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Content:**

○ LICHE2210	<a href="#">Alternative Investments and Advanced Portfolio Management</a> <i>Le code de ce cours dans Mobi est XHEIC1017.</i>		30h	5 Credits	q1		x
○ LICHE2230	<a href="#">Advanced Financial Analysis and Reporting</a> <i>Le code de ce cours dans Mobi est XHEIC1018.</i>		30h	5 Credits	q1		x
○ LICHE2240	<a href="#">Ethics in Finance</a> <i>Le code de ce cours dans Mobi est XHEIC1019.</i>		30h	5 Credits	q1		x

**Alternatives**

- > [Master \[120\] in Management \[Track Financial Management - Double degree UCL-ICHEC\]](#) [ en-prog-2020-gest2m-version-dduclichec ]  
 > [Master \[120\] in Management \[CEMS Programme\]](#) [ en-prog-2020-gest2m-version-cems ]  
 > [Master \[120\] in Management](#) [ en-prog-2020-gest2m-version-parcdroigest ]  
 > [Master \[120\] in Management](#) [ en-prog-2020-gest2m-version-parcgestdroi ]

**MASTER [120] IN MANAGEMENT [TRACK FINANCIAL MANAGEMENT - DOUBLE DEGREE UCL-ICHEC]**

- Mandatory  
 △ Courses not taught during 2020-2021  
 ⊕ Periodic courses taught during 2020-2021
- ✘ Optional  
 ⊖ Periodic courses not taught during 2020-2021  
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**o Core courses****o Bloc annuel 1 (60 credits)**

○ LLSMS2220	<a href="#">Seminar on Current Managerial Issues</a>	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	q1+q2	x	
○ LLSMD2091	<a href="#">Seminar on relational and managerial competences</a>	Patrice Gobert Pierre Meurens	15h	3 Credits	q1+q2	x	

**o Corporate Social Responsibility (LLN) (4 credits)**

Un cours parmi :

✘ LLSMS2397	<a href="#">Maatschappelijke verantwoordelijkheid van bedrijven</a>	Sabine Denis	30h	4 Credits	q1	x	
✘ LLSMS2098	<a href="#">Corporate Social Responsibility (Names from A to K)</a>	Ina Aust-Gronarz Carlos Desmet	30h	4 Credits	q1	x	
✘ LLSMS2099	<a href="#">Corporate Social Responsibility</a>		30h	4 Credits	q1	△	x
✘ LLSMS2398	<a href="#">Corporate Social Responsibility (Names from L to Z)</a>	Ina Aust-Gronarz Carlos Desmet	30h	4 Credits	q1	x	

**o Corporate Finance (LLN) (5 credits)**

Un cours parmi :



						Year	
						1	2
⌘ LLSMS2100	Corporate Finance (Names from A to K)	Philippe Grégoire Anh Nguyen (compensates Yue Zhang) James Thewissen	30h	5 Credits	q1	x	
⌘ LLSMS2120	Corporate Finance (Names from L to Z)	Anh Nguyen (compensates Philippe Grégoire) James Thewissen Yue Zhang	30h	5 Credits	q1	x	

#### ○ Advanced Strategic Marketing (LLN) (5 credits)

Un cours parmi :

⌘ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	q1	x	
⌘ LLSMS2122	Advanced Strategic Marketing (Names from L to Z)	Nicolas Lambert	30h	5 Credits	q1	x	

#### ○ Majeure Financial Management (Mons) (30 credits)

○ MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	q1	x	
○ MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	q1	x	
○ MLSMM2123	Fixed Income Analysis	Anh Nguyen (compensates Isabelle Platten) Frédéric Vrins	30h	5 Credits	q1	x	
○ MLSMM2124	Behavioural Finance	Rudy De Winne	30h	5 Credits	q2	x	
○ MLSMM2125	Portfolio Management	Catherine D'Hondt	30h	5 Credits	q2	x	
○ MLSMM2126	Risk Management and Financial Institutions	Nathan Lassance (compensates Isabelle Platten)	30h	5 Credits	q2	x	

#### ○ Management Accounting (LLN) (5 credits)

○ LLSMS2101	Management Accounting	Loïc Decaux Valérie Mpasinas	30h	5 Credits	q2	x	
⌘ LLSMS2121	Management Accounting (Names from L to Z)	Gerrit Sarens	30h	5 Credits	q2 Δ	x	

#### ○ Advanced Human Resource and Organisation Management (LLN) (5 credits)

Un cours parmi :

⌘ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Eline Jammaers (compensates Ina Aust-Gronarz) Eline Jammaers	30h	5 Credits	q2	x	
⌘ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Eline Jammaers	30h	5 Credits	q2	x	

#### ○ Bloc annuel 2 (60 credits)

○ LLSMF2009	Taxation (in French)	Marie Lamensch	30h	5 Credits	q1	x	
○ LLSMD2915	Internship and familiarization seminar to the world of work		30h	10 Credits	q1+q2	x	
○ LLSMD2901	Final Master's Thesis			18 Credits	q1+q2	x	x
○ LLSMD2094	Master's Thesis Seminar	Chantal De Moerloose	30h	2 Credits	q1+q2	x	x

#### ○ International Strategic Management course (LLN) (5 credits)

One course among :

⌘ LLSMS2103	International Strategic Management (Names from A to K)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	q1	x	
⌘ LLSMS2123	International Strategic Management (Names L-Z)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	q1	x	

#### ○ Cours de langue obligatoire (5 credits)

One course to choose from among the list below. Please check the course schedule before making a choice.

### ⊗ Cours de néerlandais (5 credits)

⊗ LMULT2233	Reading comprehension and vocabulary extension: economic and commercial texts in Dutch	Marlène Vrancx	22.5h	5 Credits	q1		x
⊗ LMULT2434	Oral business communication techniques in Dutch (Part 1) <i>Compulsory attendance, limited access (max. 10 students)</i>	Anne Goedgezelschap	15h+15h	5 Credits	q1		x
⊗ LMULT2431	Economic, legal, social and political issues in Dutch-speaking countries <i>Compulsory attendance, limited access (max. 10 students)</i>	Philippe Hiligsmann	30h+15h	5 Credits	q1		x
⊗ LNEER2600	Seminar of entry to professional life in Dutch - Upper-Intermediate level <i>Limited access (see ILV)</i>	Isabelle Demeulenaere (coord.) Dag Houdmont	30h	5 Credits	q1 or q2		x
⊗ LNEER1532	Interactive economic Dutch - Higher intermediate level <i>Limited access (see ILV)</i>	Hilde Bosmans Katrien De Rycke Kathleen Rymen (compensates Marie-Laurence Lambrecht) Marianne Verhaert (coord.)	60h	5 Credits	q1+q2		x
⊗ LKUL2094	Belasting op de toegevoegde waarde (B-KUL-C05B1A)		39h	5 Credits	q1		x
⊗ LKUL2095	Arbeidsrecht en onderneming (B-KUL-C08I7A)		39h	5 Credits	q1		x
⊗ LKUL2096	Vennootschapsbelasting (B-KUL-C05B0A)		39h	5 Credits	q1		x
⊗ LKUL2098	Management van personeelstromen (B-KUL-D0R25A)		39h	5 Credits	q1		x

### ⊗ English courses (5 credits)

⊗ LANGL2232	Advanced Business English <i>6 groups of max. 25 students/group (see ILV for details and registration)</i>	Catherine Avery Nicholas Gibbs Katherine Opello (coord.) Karen Ratcliffe	15h	5 Credits	q1		x
⊗ LMULT2223	Reading comprehension and vocabulary extension: economic and commercial texts in English	Sylvie De Cock	22.5h	5 Credits	q1		x
⊗ LMULT2421	Economic, legal, social and political issues in English-speaking countries <i>Compulsory attendance, limited access (max. 15 students)</i>	Paul Arblaster	30h+15h	5 Credits	q1		x
⊗ LMULT2424	Oral business communication techniques in English (Part 1) <i>Compulsory attendance, limited access (max. 15 students)</i>	Sylvie De Cock	15h+15h	5 Credits	q1		x

### ⊗ Cours d'allemand (5 credits)

⊗ LMULT2213	Reading comprehension and vocabulary extension: economic and commercial texts in German	Marie-Luce Collard	22.5h	5 Credits	q1		x
⊗ LMULT2411	Economic, legal, social and political issues in German-speaking countries <i>Compulsory attendance. Limited access (max. 5 students)</i>	Dany Etienne	30h+15h	5 Credits	q1		x
⊗ LMULT2414	Oral business communication techniques in German 1 <i>Compulsory attendance. Limited access (max. 5 students)</i>	Hedwig Reuter	15h+15h	5 Credits	q1		x
⊗ LALLE2710	Listening comprehension and oral expression: specialised German oral exercises - Part 1 <i>Limited access (see ILV)</i>	Ann Rinder (coord.)	30h	5 Credits	q1		x

### ⊗ Cours d'espagnol (5 credits)

⊗ LESPA2600	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	q1		x
⊗ LESPA2601	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	q1		x
⊗ LESPA1500	Spanish Advanced level (B1.2, B2.1) <i>Limited access (max. 10 students). Please contact the professor in order to check your language level.</i>	Alicia Maria Tirado Fernandez (compensates Carmen Vallejo Villamor)	45h	5 Credits	q1		x

Year

1 2

**⌘ French courses (5 credits)***Only for non native French speakers.*

⌘ LFRAN1405	French - Upper Intermediate Level (B2) - Le français, langue universitaire <i>Limited access (see ILV)</i>	Christine Renard (coord.)	30h	5 Credits	q2		x
⌘ LFRAN1505	French - Advanced level (C1) - "Professional Communication Strategies" <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	q1 or q2		x

**○ Option Advanced Financial Analysis (ICHEC) (15 credits)**

○ LICHE2210	Alternative Investments and Advanced Portfolio Management		30h	5 Credits	q1		x
○ LICHE2230	Advanced Financial Analysis and Reporting		30h	5 Credits	q1		x
○ LICHE2240	Ethics in Finance		30h	5 Credits	q1		x

**○ Focuses****○ Professional Focus (30 credits)****○ Content:****MASTER [120] IN MANAGEMENT [CEMS PROGRAMME]**

○ Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⌘ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

**○ Core courses****○ CEMS Annual Block 1***All four courses have to be taken. Please do not pay attention to the alphabetical order of some mandatory courses (it does not apply to CEMS students).*

○ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	q1		x
○ LLSMS2100	Corporate Finance (Names from A to K)	Philippe Grégoire Anh Nguyen (compensates Yue Zhang) James Thewissen	30h	5 Credits	q1		x
○ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	q1+q2		x

**○ Corporate Social Responsibility (4 credits)***1 course between :*

⌘ LLSMS2397	Maatschappelijke verantwoordelijkheid van bedrijven	Sabine Denis	30h	4 Credits	q1		x
⌘ LLSMS2098	Corporate Social Responsibility (Names from A to K)	Ina Aust-Gronarz Carlos Desmet	30h	4 Credits	q1		x

**○ CEMS Option (15 credits)***All three courses have to be taken.*

○ LLSMS2111	International Business (in English)	Sunita Malhotra Frédéric Pouchain	30h	5 Credits	q1		x
○ LCEMS2108	International Financial Management for CEMS	Denis Knaepen	30h	5 Credits	q1		x

							Year	
							1	2
○ LLSMS2109	International Marketing Management (in English)	Isabelle Schuiling	30h	5 Credits	q1	x		

### ○ Seminar (3 credits)

○ LLSMD2090	Seminar on Relational and Managerial Competences	Patrice Gobert Pierre Meurens	45h	3 Credits	q1+q2	x		
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### ○ Cems Activities (25 credits)

All 4 courses/activities have to be taken. 1 course to choose between LLSMS2101 and LLSMF2026.

○ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Eline Jammaers	30h	5 Credits	q2	x		
○ LCEMS2114	Business Analytics	Simon Hazée	30h	5 Credits	q2	x		
⊗ LLSMF2026	Performance Management (Names from L to Z)	Raphaël Betti Vincent Vanderborgh	30h	5 Credits	q2	x		
⊗ LLSMS2101	Management Accounting	Loïc Decaux Valérie Mpasinas	30h	5 Credits	q2	x		
○ LCEMS2915	Internship for CEMS			10 Credits	q2	x		

### ○ CEMS Annual Block 2

○ LLSMD2901	Final Master's Thesis			18 Credits	q1+q2	x		
○ LLSMD2094	Master's Thesis Seminar	Chantal De Moerloose	30h	2 Credits	q1+q2	x	x	

### ○ CEMS LSM Q3 Courses (18 credits)

Cems Students who will be at LSM during Q3 need to take 1 full option (15 ECTS credits) among those here below as well as the CEMS LSM Q3 courses (18 ECTS credits).

○ LLSMS2116	Global Strategy	Benoît Gailly	30h	5 Credits	q1	x		
○ LLSMX2001	Regenerative Economy	Yves De Rongé Emmanuel Mossay	30h	5 Credits	q1	x		
○ LCEMS2341	Block Seminar (CEMS) : Supply Chain Management	Pierre Semal	30h	3 Credits	q1	x		
○ LLSMS2112	Supply Chain and sourcing	Per Joakim Agrell Constantin Blome	30h	5 Credits	q1	x		

### ○ Q3 LSM Option (15 credits)

1 option among :

#### ⊗ Option Corporate Finance (LLN) (15 credits)

○ LLSMS2014	Entrepreneurial Finance (in English)	Quentin Colmant (compensates Yue Zhang) Axel Funhoff (compensates Philippe Grégoire)	30h	5 Credits	q1	x		
○ LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	q1	x		
○ LLSMS2108	Current Issues in Finance (in English)	James Thewissen	30h	5 Credits	q1	x		

#### ⊗ Option Corporate sustainable Management (LLN) (15 credits)

○ LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	q1	x		
○ LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	q1	x		
○ LLSMS2282	Finance and Responsible Investment Practices	Leonardo Iania	30h	5 Credits	q1	x		

#### ⊗ Option Marketing strategy for connected brands (LLN) (15 credits)

○ LLSMS2000	Marketing Research	Gordy Pleyers	30h	5 Credits	q1	x		
○ LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	q1	x		
○ LLSMS2007	New Business Models and E-commerce	Paul Belleflamme	30h	5 Credits	q1	x		

#### ⊗ Option International Finance (LLN) (15 credits)

○ LLSMS2223	Principles of banking and finance	Tom Dechaene Leonardo Iania	30h	5 Credits	q1	x		
○ LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	q1	x		

						Year	
						1	2
○ LLSMS2027	Financial Innovation	Jean-Baptiste Hasse (compensates Yue Zhang)	30h	5 Credits	q1		x

### ○ CEMS LSM Q4 Courses (27 credits)

CEMS Students who will be at LSM during Q4 need to take CEMS LSM Q4 compulsory courses (22 ECTS credits) + one course from the list of elective courses CEMS LSM Q4

○ LCEMS2343	Global Citizenship	Isabelle Schuiling	30h	2 Credits	q2		x
○ LLSMS2117	Business Project (CEMS)	Christophe Lejeune	30h	15 Credits	q2		x
○ LLSMS2066	Global Leadership	Sunita Malhotra	30h	5 Credits	q2		x

### ○ List of elective courses CEMS LSM Q4 (5 credits)

One course to select among the list of elective courses CEMS LSM Q4 (5 ECTS credits)

⊗ LLSMS2074	Contemporary Issues in Human Resources Management	Marie Antoine (coord.) Gaëtan Bonny Philippe Depaepe	30h	5 Credits	q2		x
⊗ LLSMS2073	Strategic Human Resource Management	Laurent Taskin	30h	5 Credits	q2		x
⊗ LLSMS2071	Diversity Management	Philippe Depaepe Eline Jammaers (coord.)	30h	5 Credits	q2		x
⊗ LLSMS2061	Corporate Strategy in Europe	Guilhem Bascle	30h	5 Credits	q2		x
⊗ LLSMS2062	Management of European Companies (Business Cases)	Eric Cornuel	30h	5 Credits	q2		x
⊗ LLSMS2063	Industrial Relations in Europe (in English)	Evelyne Léonard	30h	5 Credits	q2		x
⊗ LLSMS2009	Risk Management of Financial Institutions	Luc Henrard	30h	5 Credits	q2		x
⊗ LLSMS2110	Advanced Corporate Finance	James Thewissen (compensates Yue Zhang)	30h	5 Credits	q2		x
⊗ LLSMS2118	Project Evaluation	Leonardo Iania	30h	5 Credits	q2		x
⊗ LLSMS2128	Central banking, financial regulation, supervision	Ruben Olieslagers (compensates Luc Henrard)	30h	5 Credits	q2		x
⊗ LLSMS2140	International corporate finance	Anh Nguyen (compensates Yue Zhang) James Thewissen (compensates Yue Zhang)	30h	5 Credits	q2		x
⊗ LLSMS2004	Big Data/Data Mining Applied to Marketing	Ludovic Chevalier	30h	5 Credits	q2		x
⊗ LLSMS2003	Brand Management (in English)	Isabelle Schuiling	30h	5 Credits	q2		x
⊗ LLSMS2006	On-line and Off-line Communication Strategies	Doriane Magnus (compensates Nicolas Kervyn De Meerendré) Gordy Pleyers Ingrid Poncin (compensates Nicolas Kervyn De Meerendré)	30h	5 Credits	q2		x
⊗ LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz	30h	5 Credits	q2		x
⊗ LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	30h	5 Credits	q2		x
⊗ LCPME2005	Social and Sustainable Entrepreneurship	Julie Hermans	30h	5 Credits	q2		x
⊗ LLSMS2114	Entrepreneurship	Frank Janssen	30h	5 Credits	q2		x
⊗ LLSMS2299	New Economic Models	Yves De Rongé	30h	5 Credits	q2		x

### ○ CEMS Seminars

Cems Students need to attend Soft Skills Seminars during both annual blocks.

### ○ Exchange (30 credits)

Cems Students who will be on exchange need to register for courses on Mob-i. More information on the CEMS LSM guide.

### ⊗ CEMS Language Courses

Cems students can take CEMS language courses at UCL (ILV) to fulfill the CEMS language requirements. List available on [uclouvain.be/en/faculties/lsm/cems-curriculum.html](https://uclouvain.be/en/faculties/lsm/cems-curriculum.html)

Year

1 2

## o Focuses

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### o Professional Focus (30 credits)

#### o Content:

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## MASTER [120] IN MANAGEMENT

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#### o Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

#### o Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

*This program is only available to Bachelor students in Law who have followed the Minor in Management and who have obtained their Master in Law during their Double Degree in Law-Management. The students who graduated in Law can then finish their studies with a Master in Management with the following courses:*

Year

1 2

## o Core courses

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### o Valorisation des crédits acquis antérieurement (55 credits)

### o Suite du programme de master en gestion (65 credits)

o LLSMD2901	Final Master's Thesis			18 Credits	q1+q2	x	
o LLSMD2094	Master's Thesis Seminar	Chantal De Moerloose	30h	2 Credits	q1+q2	x	

### o Majeure Philippe de Woot en Corporate Sustainable Management (30 credits)

*Cette majeure est préconisée pour ce programme spécifique. Un autre choix de majeure peut éventuellement être soumis au conseiller aux études qui se chargera de déterminer la faisabilité.*

#### o Term 1

o LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	q1	x	
o LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	q1	x	
o LLSMS2282	Finance and Responsible Investment Practices	Leonardo Iania	30h	5 Credits	q1	x	

#### o Term 2

o LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz	30h	5 Credits	q2	x	
o LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	30h	5 Credits	q2	x	
o LCPME2005	Social and Sustainable Entrepreneurship	Julie Hermans	30h	5 Credits	q2	x	

## o Focuses

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### o Professional Focus (30 credits)

#### o Content:

*15 crédits de cette finalité spécialisée auront déjà été acquis précédemment en DROI2M via l'option "Gestion et droit"*

o LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	q1+q2	x	x
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							Year	
							1	2
○ LLSMS2100	Corporate Finance (Names from A to K)	Philippe Grégoire Anh Nguyen (compensates Yue Zhang) James Thewissen	30h	5 Credits	q1	x	x	
○ LLSMD2090	Seminar on Relational and Managerial Competences	Patrice Gobert Pierre Meurens	45h	3 Credits	q1+q2	x	x	
○ LLSMS2090	Risk Management, Internal Control and Auditing	Loïc Decaux Diane Van Gils	30h	5 Credits	q1	x	x	

## MASTER [120] IN MANAGEMENT

○ Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

This program is only available to Bachelor students in Management that have followed the Minor in Law and that have been selected for the Double Degree in Law-Management. Once the student has finished the following blocks, they will end their program with an additional year in Law (described here: <https://uclouvain.be/prog-2019-droi2m-ldroi930r>).

Year

1 2

### ○ Core courses

#### ○ Bloc annuel 1

##### ○ Majeure Philippe de Woot en Corporate Sustainable Management (30 credits)

Cette majeure est préconisée pour ce programme spécifique. Un autre choix de majeure peut éventuellement être soumis au conseiller aux études qui se chargera de déterminer la faisabilité.

##### ○ Term 1

○ LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	q1	x	
○ LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	q1	x	
○ LLSMS2282	Finance and Responsible Investment Practices	Leonardo Iania	30h	5 Credits	q1	x	

##### ○ Term 2

○ LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz	30h	5 Credits	q2	x	
○ LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	30h	5 Credits	q2	x	
○ LCPME2005	Social and Sustainable Entrepreneurship	Julie Hermans	30h	5 Credits	q2	x	

##### ○ Complément en droit (10 credits)

○ LDROI1304	Contract Law	Patrick Wéry	30h+8h	3 Credits	q2	x	
○ LDROI1303C	Business Law	Yves De Cordt	30h	2 Credits		x	
○ LDROI1224L	Criminal Law	Thierry Moreau Damien Vandermeersch	45h	5 Credits	q1	x	

#### ○ Bloc annuel 2 (70 credits)

○ LLSMD2901	Final Master's Thesis			18 Credits	q1+q2	x	
○ LLSMD2094	Master's Thesis Seminar	Chantal De Moerloose	30h	2 Credits	q1+q2	x	
○ LLSMD2915	Internship and familiarization seminar to the world of work		30h	10 Credits	q1+q2	x	

##### ○ Option "Droit et Gestion" (25 credits)

○ LDROI2101	Tax law and Accountancy law	Michel De Wolf Edoardo Traversa	75h	7 Credits	q1	x	
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							Year	
							1	2
○ LDROI2102	Private international law	Jean-Yves Carlier Marie Dechamps (compensates Stéphanie Francq)	60h	6 Credits	q1		x	
○ LDROI2106	Social security law	Steve Gilson	30h	4 Credits	q1		x	
○ LDROI2107	Law on Security Interests	Bernard Dubuisson (compensates Isabelle Durant) Florence George (compensates Isabelle Durant)	30h	4 Credits	q1		x	
○ LDROI2104	Corporate law	Yves De Cordt	30h	4 Credits	q2		x	
○ LDROI1307	Procedure law <i>L'étudiant est tenu de s'inscrire, en faculté de droit, aux exercices pratiques de cette UE.</i>	Jean-François Van Drooghenbroeck	60h+12h	5 Credits	q1		x	

### ○ Complément en droit (15 crédits)

*L'étudiant est tenu de s'inscrire, en faculté de droit, aux exercices pratiques des UE ci-dessous.*

○ LDROI1305	Administrative Law	David Renders	60h+12h	5 Credits	q2		x
○ LDROI1306	Real and Intellectual Law	Nicolas Bernard Vincent Cassiers Isabelle Durant	45h+10h	5 Credits	q1		x

## ○ Focuses

### ○ Professional Focus (30 credits)

#### ○ Bloc annuel 1 (30 crédits)

○ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	q1+q2		x
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#### ○ Corporate social responsibility (4 credits)

One course among :

⊗ LLSMS2397	Maatschappelijke verantwoordelijkheid van bedrijven	Sabine Denis	30h	4 Credits	q1		x
⊗ LLSMS2098	Corporate Social Responsibility (Names from A to K)	Ina Aust-Gronarz Carlos Desmet	30h	4 Credits	q1		x
⊗ LLSMS2099	Corporate Social Responsibility		30h	4 Credits	q1	△	x
⊗ LLSMS2398	Corporate Social Responsibility (Names from L to Z)	Ina Aust-Gronarz Carlos Desmet	30h	4 Credits	q1		x

#### ○ Advanced Strategic Marketing (5 credits)

One course among :

⊗ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	q1		x
⊗ LLSMS2122	Advanced Strategic Marketing (Names from L to Z)	Nicolas Lambert	30h	5 Credits	q1		x

#### ○ Corporate Finance (5 credits)

One course among :

⊗ LLSMS2100	Corporate Finance (Names from A to K)	Philippe Grégoire Anh Nguyen (compensates Yue Zhang) James Thewissen	30h	5 Credits	q1		x
⊗ LLSMS2120	Corporate Finance (Names from L to Z)	Anh Nguyen (compensates Philippe Grégoire) James Thewissen Yue Zhang	30h	5 Credits	q1		x

#### ○ Seminar (3 credits)

One course among :

⊗ LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	q1+q2		x
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						Year	
						1	2
⌘ LLSMD2091	Seminar on relational and managerial competences	Patrice Gobert Pierre Meurens	15h	3 Credits	q1+q2	x	

#### ○ Management Accounting (5 credits)

○ LLSMS2101	Management Accounting	Loïc Decaux Valérie Mpasinas	30h	5 Credits	q2	x	
⌘ LLSMS2121	Management Accounting (Names from L to Z)	Gerrit Sarens	30h	5 Credits	q2 Δ	x	

#### ○ Advanced Human Resource and Organisation Management (5 credits)

One course among :

⌘ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Eline Jammaers (compensates Ina Aust-Gronarz) Eline Jammaers	30h	5 Credits	q2	x	
⌘ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Eline Jammaers	30h	5 Credits	q2	x	

## Course prerequisites

There are no prerequisites between course units (CUs) for this programme, i.e. the programme activity (course unit, CU) whose learning outcomes are to be certified and the corresponding credits awarded by the jury before registration in another CU.

## The programme's courses and learning outcomes

For each UCLouvain training programme, a [reference framework of learning outcomes](#) specifies the competences expected of every graduate on completion of the programme. You can see the contribution of each teaching unit to the programme's reference framework of learning outcomes in the document "*In which teaching units are the competences and learning outcomes in the programme's reference framework developed and mastered by the student?*"

## GEST2M - Information

### Access Requirements

*In the event of the divergence between the different linguistic versions of the present conditions, the French version shall prevail*  
*Decree of 7 November 2013 defining the landscape of higher education and the academic organization of studies.*  
*The admission requirements must be met prior to enrolment in the University.*

#### SUMMARY

- > [Specific Admission Requirements](#)
- • > [University Bachelors](#)
  - > [Non university Bachelors](#)
  - > [Holders of a 2nd cycle University degree](#)
  - > [Holders of a non-University 2nd cycle degree](#)
- > [Access based on validation of professional experience](#)
- > [Access based on application](#)
- > [Admission and Enrolment Procedures for general registration](#)

### Specific Admission Requirements

#### DEADLINE TO SUBMIT A UCLOUVAIN ONLINE REQUEST

- 30 April for Non-EU citizens not living in Belgium
- 31 August for EU citizens not living in Belgium
- 15 September for any nationality residing in Belgium

#### [Tuition fees 2020-2021](#)

#### DIRECT ACCESS OR ACCESS ON FILE? CHECK THE TABLE HERE BELOW

#### University Bachelors

Diploma	Special Requirements	Access	Remarks
<b>UCLouvain Bachelors</b>			
<a href="#">Bachelor in Economics and Management</a> (site of Louvain-la-Neuve) - ECGE1BA		Direct access	> <a href="#">Direct online registration</a>
<a href="#">Bachelor in Management</a> (site of Mons) - GESM1BA		Direct access	> <a href="#">Direct online registration</a>
<a href="#">Bachelor : Business Engineering</a> (site of Louvain-la-Neuve) - INGE1BA		Direct access	> <a href="#">Direct online registration</a>
<a href="#">Bachelor : Business Engineering</a> (site of Mons) - INGM1BA		Direct access	> <a href="#">Direct online registration</a>
Other UCLouvain bachelors	Meet the <a href="#">general and specific access requirements</a>	Access based on application	If general and specific requirements are met > possibility of access on file with the addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
<b>Others Bachelors of the French speaking Community of Belgium</b>			
Bachelier en sciences de gestion		Direct access	> <a href="#">Direct online registration</a>
Bachelier en sciences économiques et de gestion		Direct access	> <a href="#">Direct online registration</a>
Bachelier en ingénieur de gestion		Direct access	> <a href="#">Direct online registration</a>
Bachelier en sciences économiques	Meet the <a href="#">general and specific access requirements</a>	Access based on application	If general and specific requirements are met > possibility of access on file with the addition of a maximum of

Other Bachelors	Meet the <a href="#">general and specific access requirements</a>	Access based on application	60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>  If general and specific requirements are met > possibility of access on file with the addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
<b>Bachelors of the Dutch speaking Community of Belgium</b>			
Bachelor in de toegepaste economische wetenschappen		Direct access	Direct access
Bachelor in handelsingenieur		Direct access	Direct access
Other bachelors	Meet the <a href="#">general and specific access requirements</a>	Access based on application	Access based on application
<b>Foreign Bachelors</b>			
Non-belgian bachelor's university degree in Economics and Management or equivalent issued by a recognised university	Meet the <a href="#">general and specific access requirements</a>	Access based on application	If general and specific requirements are met > <a href="#">Submit a UCLouvain online request</a>

## Non university Bachelors

> Find out more about [links](#) to the university

Holders of a **bachelor's degree from long type belgian non-university higher education** in commercial engineering or in business management may, after analysis of the file by the jury, access the Master's degree in Management, with maybe an additional teaching unit (EU) in "mathématiques avancées et fondement d'économétrie". > [Submit a UCLouvain online request](#)

Holders of one of the **short non-university bachelor's degrees** listed below have access to the Master 120 in Management with the addition of a minimum of 45 credits and a maximum of 60 credits of additional teaching units (EU) (= complementary module) > [List of additional teaching units of the complementary module](#) > [Submit a UCLouvain online request](#)

Diploma	Access	Remarks
BA - assistant(e) de direction - EPS - crédits supplémentaires entre 45 et 60 BA - assistant(e) de direction - HE - crédits supplémentaires entre 45 et 60 BA - conseiller(ère) en développement durable - HE - crédits supplémentaires entre 45 et 60 BA en assurances - HE - crédits supplémentaires entre 45 et 60 BA en assurances - EPS - crédits supplémentaires entre 45 et 60 BA en commerce et développement - HE - crédits supplémentaires entre 45 et 60 BA en commerce extérieur - HE - crédits supplémentaires entre 45 et 60 BA en commerce extérieur - EPS - crédits supplémentaires entre 45 et 60 BA en comptabilité - HE - crédits supplémentaires entre 45 et 60 BA en comptabilité - EPS - crédits supplémentaires entre 45 et 60 BA en coopération internationale - EPS - crédits supplémentaires entre 45 et 60 BA en coopération internationale - HE - crédits supplémentaires entre 45 et 60 BA en e-business - HE - crédits supplémentaires entre 45 et 60 BA en e-business - EPS - crédits supplémentaires entre 45 et 60 BA en gestion hôtelière - HE - crédits supplémentaires entre 45 et 60 BA en immobilier - HE - crédits supplémentaires entre 45 et 60 BA en immobilier - EPS - crédits supplémentaires entre 45 et 60 BA en informatique de gestion - EPS - crédits supplémentaires entre 45 et 60 BA en informatique de gestion - HE - crédits supplémentaires entre 45 et 60 BA en management de la logistique - HE - crédits supplémentaires entre 45 et 60	Les enseignements supplémentaires éventuels peuvent être consultés dans <a href="#">le module complémentaire</a> .	Type court

BA en management du tourisme et des loisirs - EPS - crédits supplémentaires entre 45 et 60  
 BA en management du tourisme et des loisirs - HE - crédits supplémentaires entre 45 et 60  
 BA en marketing - EPS - crédits supplémentaires entre 45 et 60  
 BA en marketing - HE - crédits supplémentaires entre 45 et 60  
 BA en relations publiques - HE - crédits supplémentaires entre 45 et 60  
 BA en relations publiques - EPS - crédits supplémentaires entre 45 et 60  
 BA en sciences administratives et gestion publique - HE - crédits supplémentaires entre 45 et 60  
 BA en sciences administratives et gestion publique - EPS - crédits supplémentaires entre 45 et 60  
 BA en vente - EPS - crédits supplémentaires entre 45 et 60

## Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
<b>"Licenciés"</b>			
. Licence in Economics . Licence in Management . Licence Applied Economics . Licence in Business Engineering	Meet the general and specific access requirements (see above)	Access based on application	Composition of the programme to be determined according to the student's background and specialization needs. Possibility of possible valuation of credits.  If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Any other belgian licence	Meet the general and specific access requirements (see above)	Access based on application	If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Non-belgian licence's university degree issued by a recognised university	Meet the general and specific access requirements (see above)	Access based on application	If general and specific requirements are met > <a href="#">Submit a UCLouvain online request</a>
<b>Masters</b>			
Master 60 credits in Economics	Meet the general and specific access requirements (see above)	Access based on application	Composition of the programme to be determined according to the student's background and specialization needs. Possibility of possible valuation of credits.  If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Master 60 credits in Management	Meet the general and specific access requirements (see above)	Direct access	Composition of the programme to be determined according to the student's background and specialization needs.
Master 120 UCLouvain in Law, graduates in Law via	Have completed the minor in management and additional	Access based on application	Access to the specific management programme in one year (max 75 ECTS)

the double-master Law-Management	courses during the Master of Law		
Any other belgian Master's	Meet the general and specific access requirements (see above)	Access based on application	If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Non-belgian Master's university degree issued by a recognised university	Meet the <a href="#">general and specific access requirements</a>	Access based on application	If general and specific requirements are met > <a href="#">Submit a UCLouvain online request</a>

## Holders of a non-University 2nd cycle degree

### Access based on validation of professional experience

> See the website [Valorisation des acquis de l'expérience](#)

It is possible to gain admission to all masters courses via the validation of professional experience procedure.

Professionals who wish to have basic training in management science should consult : [Master in Management \[60\]](#)

To see what management courses are available in the continuing education programme, please refer to : <https://uclouvain.be/lsm-formation-continue>

### Access based on application

Reminder : all Masters (apart from Advanced Masters) are also accessible on file.

### Admission and Enrolment Procedures for general registration

## Supplementary classes

**To access this Master, students must have a good command of certain subjects. If this is not the case, they must add supplementary classes at the beginning of their Master's programme in order to obtain the prerequisites for these studies.**

○ Mandatory

△ Courses not taught during 2020-2021

⊕ Periodic courses taught during 2020-2021

⊗ Optional

⊖ Periodic courses not taught during 2020-2021

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

### ○ Basic courses (40 credits)

Students with a BA in accounting will get an exemption for LECGE1219 course and those with a BA in Marketing, in Foreign Trade or in e-business for LECGE1213 course. These students will then have an annual program of 55 credits.

○ LECGE1222	Microeconomics	Johannes Johnen Arastou Khatibi François Maniquet	45h+15h	5 Credits	q1 or q2
○ LECGE1219	Accounting II and analysis of financial statements	Yves De Rongé Michel De Wolf	45h+15h	5 Credits	q2
○ LECGE1213	Marketing	Nicolas Kervyn De Meerendré	30h+15h	5 Credits	q1
○ LECGE1315	Business Strategy	Alain Vas	20h+10h	5 Credits	q1 or q2
○ LECGE1223	Production and Operations Management	Pierre Semal	30h	5 Credits	q1
○ LECGE1321	Human Management	Stéphanie Coster Emilie Malcourant	30h+15h	5 Credits	q2
○ LECGE1332	Finance	Philippe Grégoire	30h+15h	5 Credits	q1
○ LECGE1317	Critical Analysis of organizations and markets	Joseph Amougou (compensates Matthieu de Nanteuil)	30h	5 Credits	q1

### ○ Courses in quantitative methods (15 credits)

○ LECGE1112	Mathematics in economy and management	Pascal Lambrechts Mathieu Van Vyve	45h+30h	5 Credits	q1
○ LECGE1337	Advanced mathematics and foundations of econometrics	Françoise Lefèvre	30h+15h	5 Credits	q2
○ LECGE1114	Statistics in Economics and Management I	Marie-Paule Kestemont	30h+30h	5 Credits	q2

### ○ Language course (5 credits)

○ LANGL1532	English for Business Students (Upper-Intermediate level)	Catherine Avery Ursule Coûteaux (compensates Marie Van Reet) Nicholas Gibbs Marielle Henriët (coord.) Philippe Neyt Katherine Opello (coord.) Mark Theodore Pertuit Charlotte Peters Adrien Pham (compensates Sandrine Meirlaen) Françoise Stas	60h	5 Credits	q1+q2
⊗ LANGL1332	Business English <i>A la place du cours LANGL1532 : accessible uniquement après autorisation de l'ILV</i>	Aurélie Deneumoustier Fanny Desterbecq Amandine Dumont Sabrina Knorr Laura Lievens (compensates Ariane Halleux) Lucille Meyers Sandrine Mulkers (coord.) Marc Pivnik (coord.)	60h	5 Credits	q1+q2



## Teaching method

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This programme, the quality of which has been recognized by external auditors in the EQUIS international accreditation procedure, has four main strengths:

- **A particularly wide range of specialization majors**

By having access to more than 10 "classic" functional majors (e.g. marketing, finance) or transversal majors (e.g. European Business, Entrepreneurship), the student can specialize in the most advanced fields of management sciences. He/she generally reinforces this specialization by completing a master's thesis and an internship in the same field.

The majors are accessible on the two sites of the LSM: Louvain-la-Neuve and Mons.

- **Teaching that combines academic knowledge and professional practice**

Teaching is provided in a balanced manner by teachers who are also active researchers in their field and by professionals selected for their widely recognized experience and expertise. All students (except CPME and DD students) must complete minimum 60-day internship in a company. They all also have to write down a master's thesis which can be linked to a problem or mission identified during the internship. Links with companies are omnipresent both in teaching and in extra-academic activities organised by the Corporate unit of the school.

- **Teaching methods centred on learning and the development of transversal competences**

This is reflected in the almost widespread use of problem-oriented teaching methods, collaborative learning (case studies, projects, problems, simulations) and work autonomy. This approach is developed in conjunction with mandatory readings, theoretical frameworks and conferences and is based on a balance between continuous evaluation and final evaluation of learning, between individual and group evaluations.

- **A strong international presence**

This internationalisation is based in particular on a particularly extensive network of exchange partners (over 140 partner schools), exclusive access in Belgium to the Master in International Management organised by CEMS and the possibility of acquiring a [double degree](#) with one of the seven prestigious partner universities.

## Evaluation

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*The evaluation methods comply with the [regulations concerning studies and exams](#). More detailed explanation of the modalities specific to each learning unit are available on their description sheets under the heading "Learning outcomes evaluation method".*

Various assessment methods are used on this programme:

- **Continuous assessment** of work/learning of each group of students: public presentations, debates, written reports;
- **The Individual assessment** : oral or written exams (after the six week-courses block or during the exam sessions), mission or internship report,... in which critical review and integration in a work group are assessed.

For additional information on assessment methods, see the course description by clicking on the title.

## Mobility and/or Internationalisation outlook

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Ce master offre différentes possibilités d'internationalisation et de mobilité qui apporteront une plus-value à votre curriculum:

- De nombreux cours en anglais disponibles dans le programme à la LSM et la **possibilité** pour un étudiant non francophone de **suivre l'entièreté du cursus en anglais**.
- **Un séjour d'un quadrimestre de cours à l'étranger** (30 crédits) ([programme d'échange](#)) dans une des 145 universités partenaires reconnues en gestion dans le [monde entier](#).
- Un **quadrimestre de cours en Flandre** (30 crédits) (Erasmus Belgica) dans une des 3 universités partenaires reconnues en gestion.
- L'opportunité exclusive et unique en Belgique de suivre le **CEMS Master's in International Management** organisé par le réseau [CEMS](#) the Global Alliance in Management Education **ainsi que l'accès exclusif au réseau PIM** (Partnership in International Management).
- L'opportunité de suivre le **bloc annuel 2 à l'étranger** dans le cadre du programme **IB - International Business** qui prévoit un séjour d'échange dans une université partenaire et la réalisation d'un stage de 6 mois dans une entreprise en dehors de l'Union Européenne.
- La possibilité d'acquérir **deux diplômes de master** en combinant une année complète à la LSM (UCL) et une autre année complète dans une université partenaire. Plusieurs [DD \(double diplômes\)](#) ainsi qu'un [DDD \(Dedicated Double Degree\)](#) sont proposés en partenariat avec 7 universités européennes prestigieuses.

### CONTACT :

International Affairs Office

Bâtiment Collège des Doyens, bureau A009



Place des Doyens, 1  
B-1348 Louvain-la-Neuve

[Website](#)

[Mme Estelle Tonon](#)

IB and DD Officer

[Mme Ambra Cardinali](#)

CEMS Programme Manager

[Mme Catherine Maréchal](#)

Head of International Affairs

## Possible trainings at the end of the programme

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- [Doctoral School in Management \(Louvain-la-Neuve\)](#)
- [Master 120 in Environmental Science and Management \(Louvain-la-Neuve\)](#)
- [Master 60 in Information and Communication \(Louvain-la-Neuve\)](#)
- [Master 60 in Information and Communication \(Mons\)](#)
- [Master in Law](#) (through the successful completion of the bachelor's and master's degrees in management, as well as the minor's access and additional courses in law)

## Contacts

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### Curriculum Management

Faculty

Structure entity

SSH/LSM

Denomination

Louvain School of Management ([LSM](#))

Sector

Human Sciences ([SSH](#))

Acronym

LSM

Postal address

Place des Doyens 1 - bte L2.01.01

1348 Louvain-la-Neuve

Website

<http://www.uclouvain.be/lsm>

Mandate(s)

- Dean : Per Joakim Agrell
- Administrative director : Isabelle De Keyzer

Commission(s) of programme

- Commission d'enseignement de la Louvain School of management ([CLSM](#))

Academic supervisor: [Paul Belleflamme](#)

Jury

- President of the jury - Prof. Benoît Gailly: [president-jury-lln@uclouvain.be](mailto:president-jury-lln@uclouvain.be)
- Secretary of the jury: [Paul Belleflamme](#)

Useful Contact(s)

- Studies Advisor: [Marie Lefevre](#)
- Admissions of candidates holders of a non-belgian's degree - Mrs Estelle Tonon: [admission-lsm@uclouvain.be](mailto:admission-lsm@uclouvain.be)
- Admissions of belgian's degrees - Mrs Marie Lefevre: [suivi-admissions-belges-lsm@uclouvain.be](mailto:suivi-admissions-belges-lsm@uclouvain.be)

